



Collabora Productivity

LibreOffice and Collabora

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*“Stand at the crossroads and look; ask for the
ancient paths, ask where the good way is,
and walk in it, and you will find rest for your
souls...” - Jeremiah 6:16*





**Collabora
Productivity**
Free your business

The driving force behind putting
#LibreOffice in the #Cloud.

Collabora: ~100 staff – founded 2005

Collabora Productivity: ~20 staff – founded 2013

Subsidiary – 50/50 - Collabora / me.

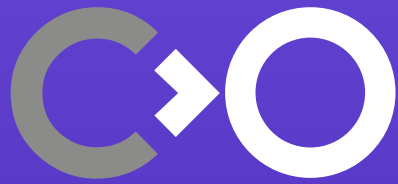
Shared raison d'être: *Make Open Source rock.*

*The easy to understand goal of the
shareholders*

We re-invest your money into LibreOffice ...

Hiring developers, building partner business ...





COLLABORA



Automotive



Semiconductor



Digital TV



OEM



Digital Signage



Medical Devices



Collabora Productivity

Collabora Productivity: examples

AMD

RYZEN

THREADRIPPER

One of the top three Italian banks
20,000 seats deployed in all their
branch offices. Visionary cost
savings.

Partner:

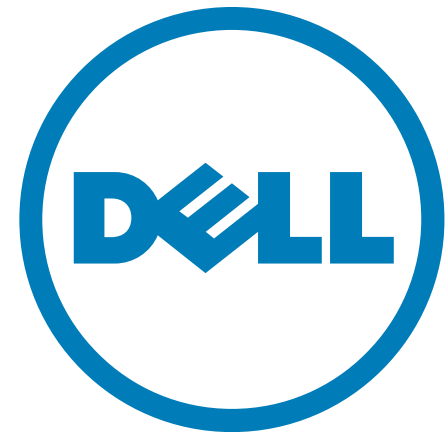
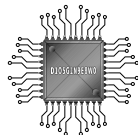
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Partner:



Powerful document
classification – eg. “top
secret”. Digital signatures and
classification of paragraphs.



130 partners and growing ...

Close partnerships

- Our strong preference is to sell through partners.
- Customer has a **single** support partner.
 - Who are L1/L2 support & deployment experts in Collabora products – **in your language**: 55 countries
- Service Level Agreement & place to file tickets
- No blame-game nightmares:
 - Bank: 5 people & 5 companies in the room.
 - It is exactly not like that ... with us
- Single point of contact, and relationship.
- Encouraging others to invest alongside us ...

Partners:



Nextcloud

*“Working with Collabora and the LibreOffice community enables us to provide a **great solution** to for our enterprise customers”, said Frank Karlitsche, Managing Director, Nextcloud. “We’re **proud to partner with Collabora** the creators of LibreOffice Online to enable our community and customers to run their own Online Office suite.”*

Partners:



*"Collabora and ownCloud partner to make it **easy to deploy** rich document editing" said Holger Dyroff, Chief Product Officer, ownCloud, "our **joined-up Collabora Online support** makes things dead easy for our shared customers"*

*"We had perfect communication around any customer issues, with **immediate, and proactive support** from Collabora"*

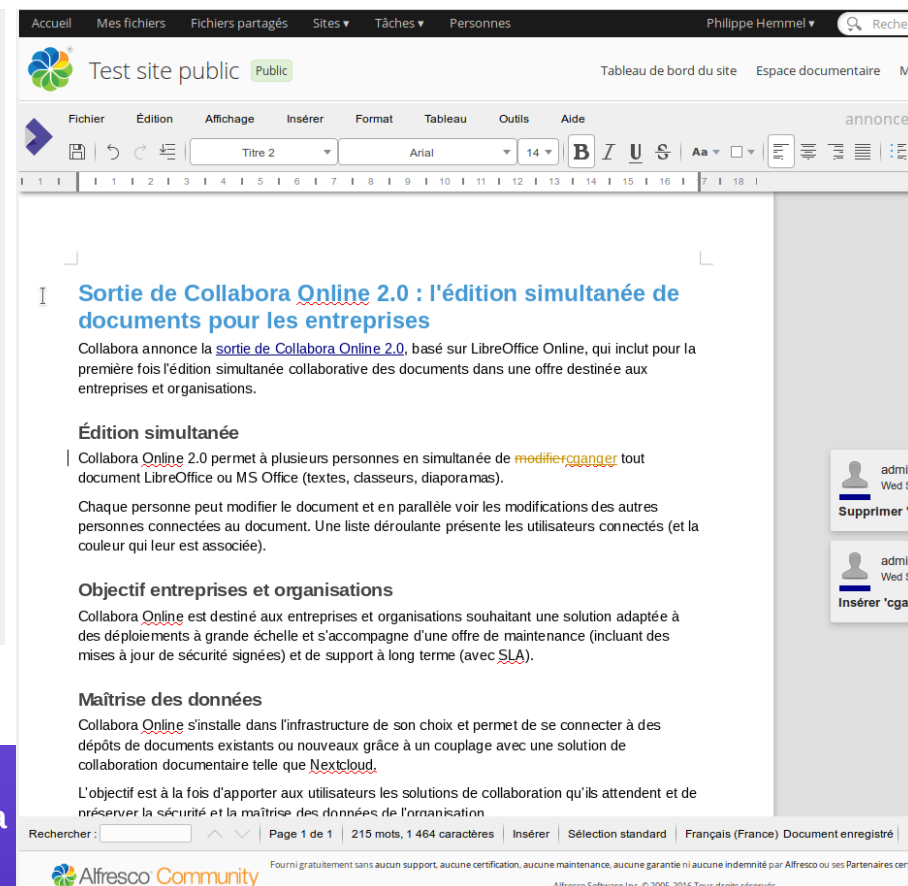
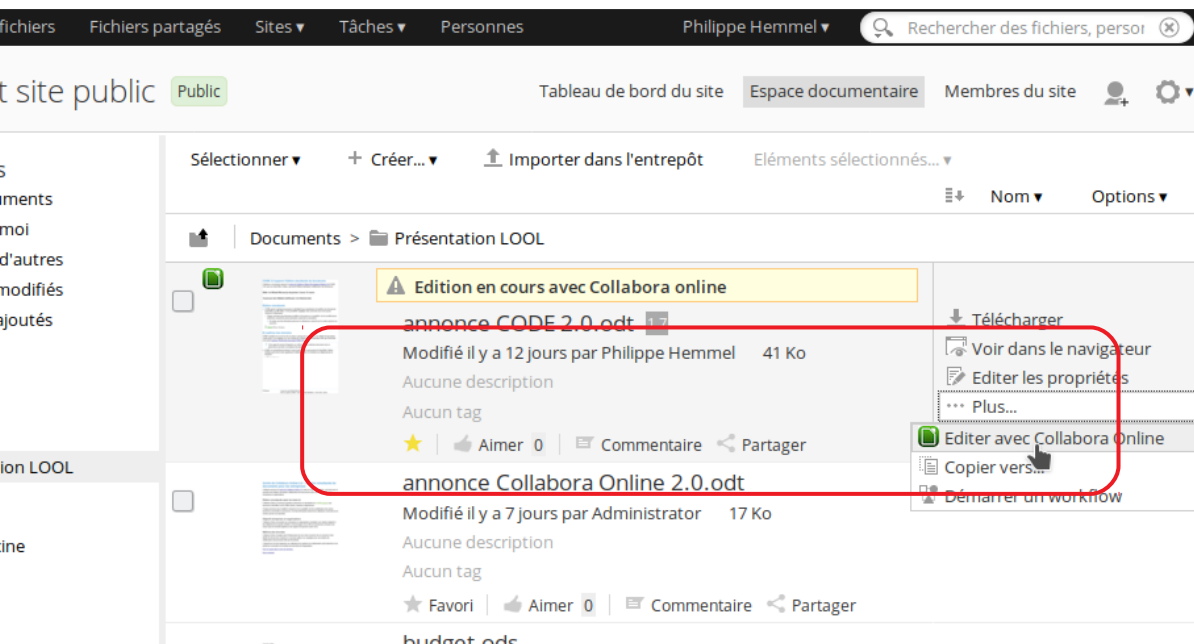
- Carlos Damken – Team Lead, Support

Alfresco Collabora Online Connector

- Adds Collaborative editing to Alfresco (a Sharepoint competitor / ECM) via WOPI-like API & new monitor connector.



(With acknowledgment of Magenta's hard work as well)



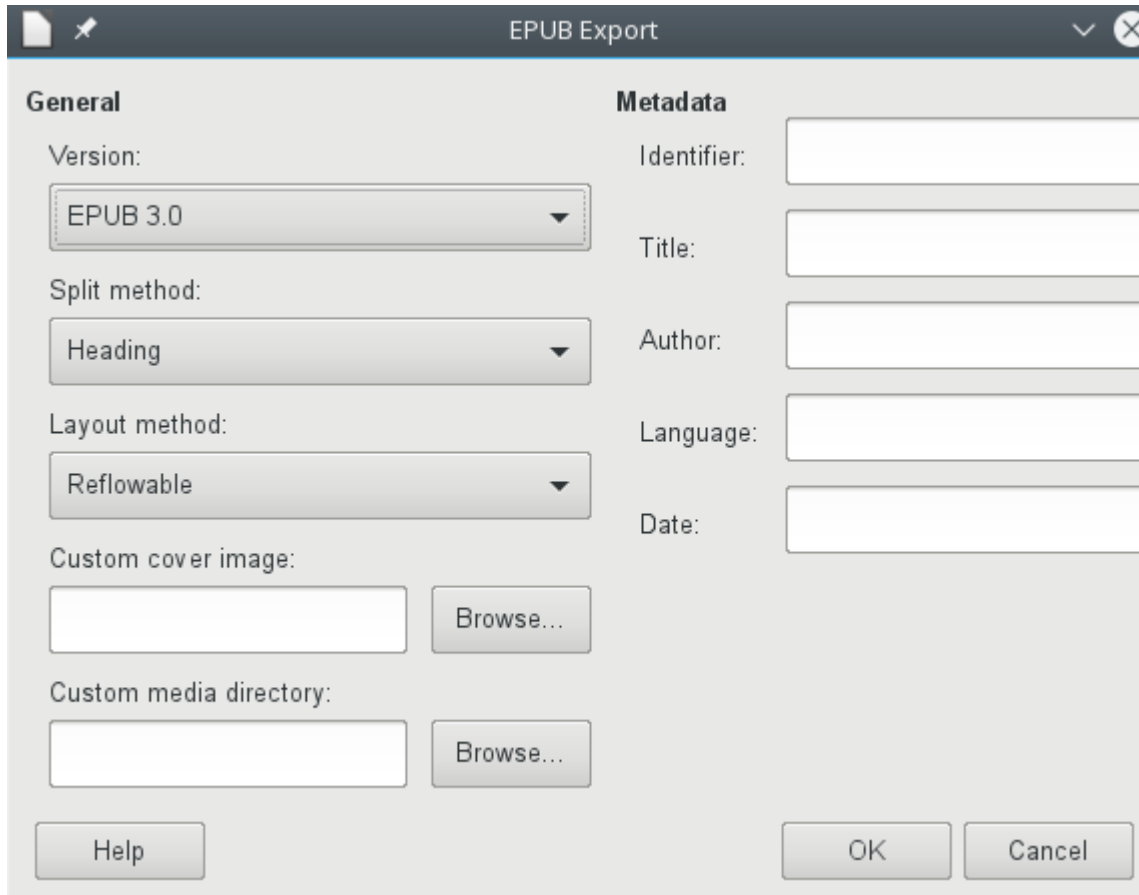
Consulting Samples

*a few from the last year:
(how we helped our
customers to contribute)*



EPUB export ...

Thanks to a Nou&Off customer



The screenshot shows a window titled "EPUB Export" with two main sections: "General" and "Metadata".

General

- Version: EPUB 3.0 (dropdown menu)
- Split method: Heading (dropdown menu)
- Layout method: Reflowable (dropdown menu)
- Custom cover image: [text box] [Browse... button]
- Custom media directory: [text box] [Browse... button]
- [Help button]

Metadata

- Identifier: [text box]
- Title: [text box]
- Author: [text box]
- Language: [text box]
- Date: [text box]
- [OK button] [Cancel button]



ePUB

the new PDF ...

<https://vmiklos.hu/blog/basic-epub3-export.html>



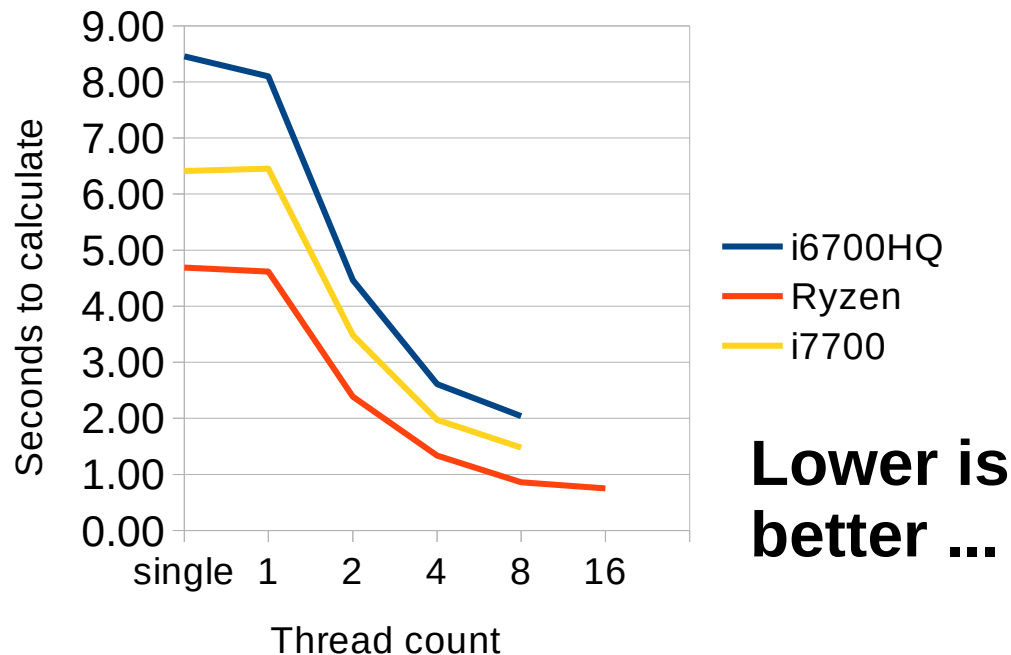
CPU Threading Calc



Making Calc calculation thread-capable

- Shipping in LibreOffice 6.1 ...

re-calculating 100k formulae on 1m doubles



Awesome new hardware

- Affordable threading
- 16 threads the new normal
- Also amazing LibreOffice compile machines



"Improving Calc parallel calculations"
- Luboš Luňák – Wed Afternoon

A few other bits ...

Built-in MariaDB / MySQL connector - *anonymous*



South Eastern Health
and Social Care Trust

***“It has been a pleasure working with
Collabora to fix our migration issues” -***

Darren Henderson - ICT Operations
Manager at South Eastern Health and
Social Care Trust



***“Collabora understood our problem immediately, and
implemented a great, Open Source solution for us to
improve customer training” - Denny Dahl,
Principle Research Scientist at D-Wave Systems Inc.***



Products: PC Collabora Office ...



Collabora Office:

- Why not use LibreOffice for free in the enterprise ?
 - I badly need this new feature / fix !
 - need a custom built version.
- three to five years of security & maintenance
- includes cumulative customer fixes
- Easy to deploy on Windows:
 - MSP patches & ADMX lock-down templates
- **Unlimited** low-priority bug/ficket filing
- Product Management & roadmap interaction
- Inexpensive - for 1000 seats - **€0.96 / user / month**



SLA on Code Fixes:

- Level 3 bug-fixing
 - User defined severity / priority
 - **SLA** for bug-fixing – starting work in 1-2 days ...
 - With rate limiting ...
 - Problem Temporary Fix (PTF) builds.
- **Fixed price** Entitlements:
 - Easy to budget for
 - **Bronze: €14,000 for 1x high, 2 medium bugs ...**
 - **Gold: €35,000 for 3x high, 6 medium bugs**
 - We fix any root-cause bug – for a flat cost.
 - *open only to end-customers, for whom we are their sole LibreOffice supplier.*



Italian Banking example:

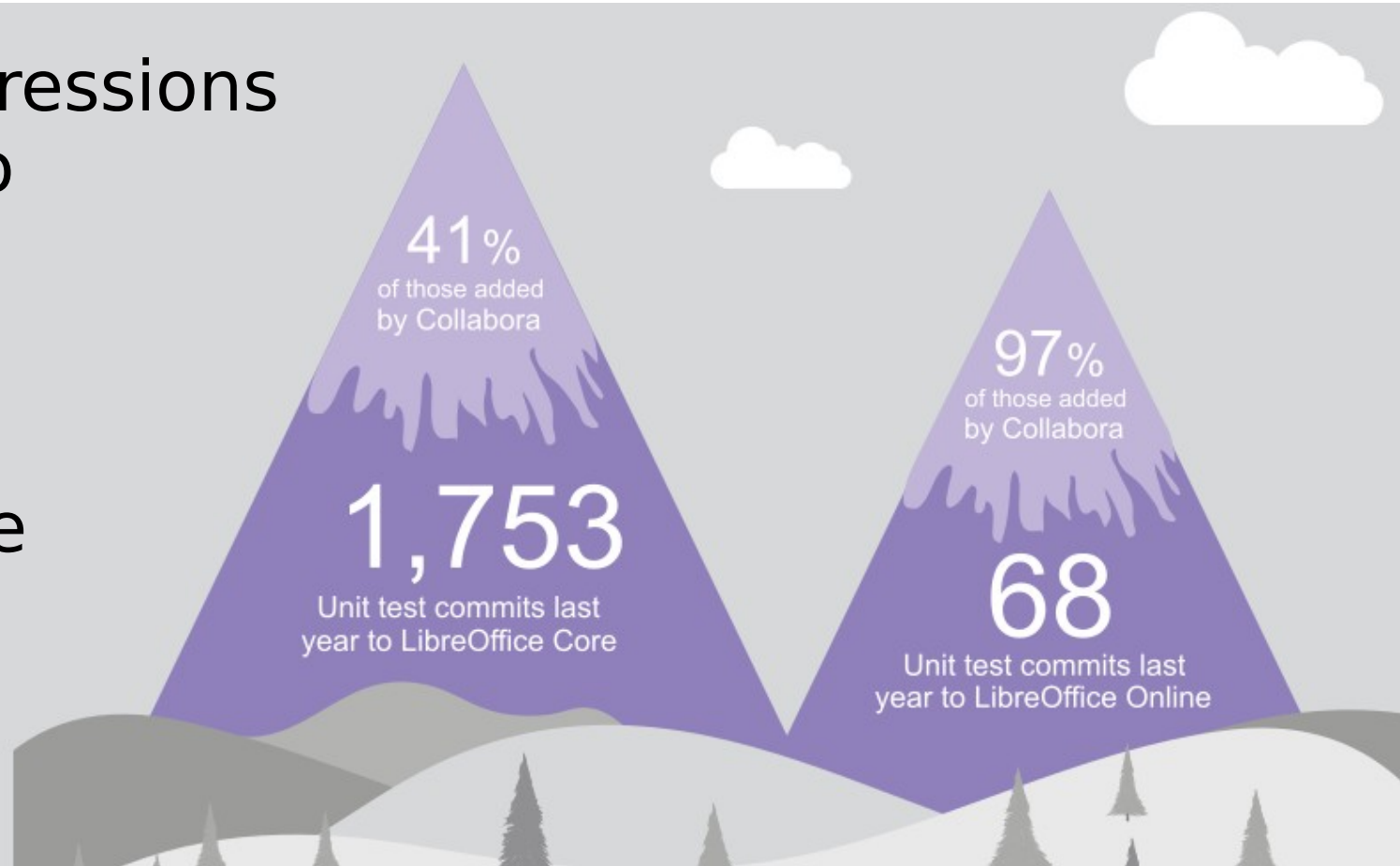
- One of the top three Italian banks
- **20,000** seats of *Collabora Office*
 - Deployed in all their branch offices
 - Visionary cost savings.
 - MSP patches for updates, LTS
 - Group Policy / ADMX lock-down (in Italian)
- Ongoing product work for them.
- With our partner:

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Product Quality: Unit Tests ...

- Stopping regressions escaping into customer's deployments
- Auto-testing where no-one has auto-tested before.



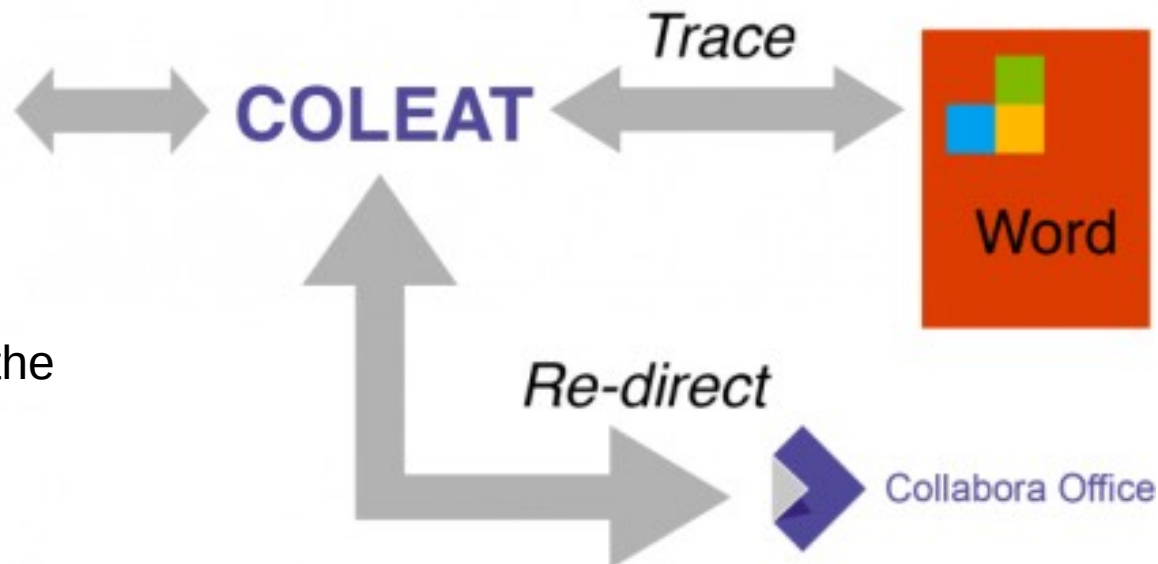
Collabora OLE Automation Tool

- Un-blocking migrations that are stuck with old VB6 / VB macros:
 - <https://www.collaboraoffice.com/coleat/>

Visual Basic Line of Business App



Tor's has a talk on the grisly details.

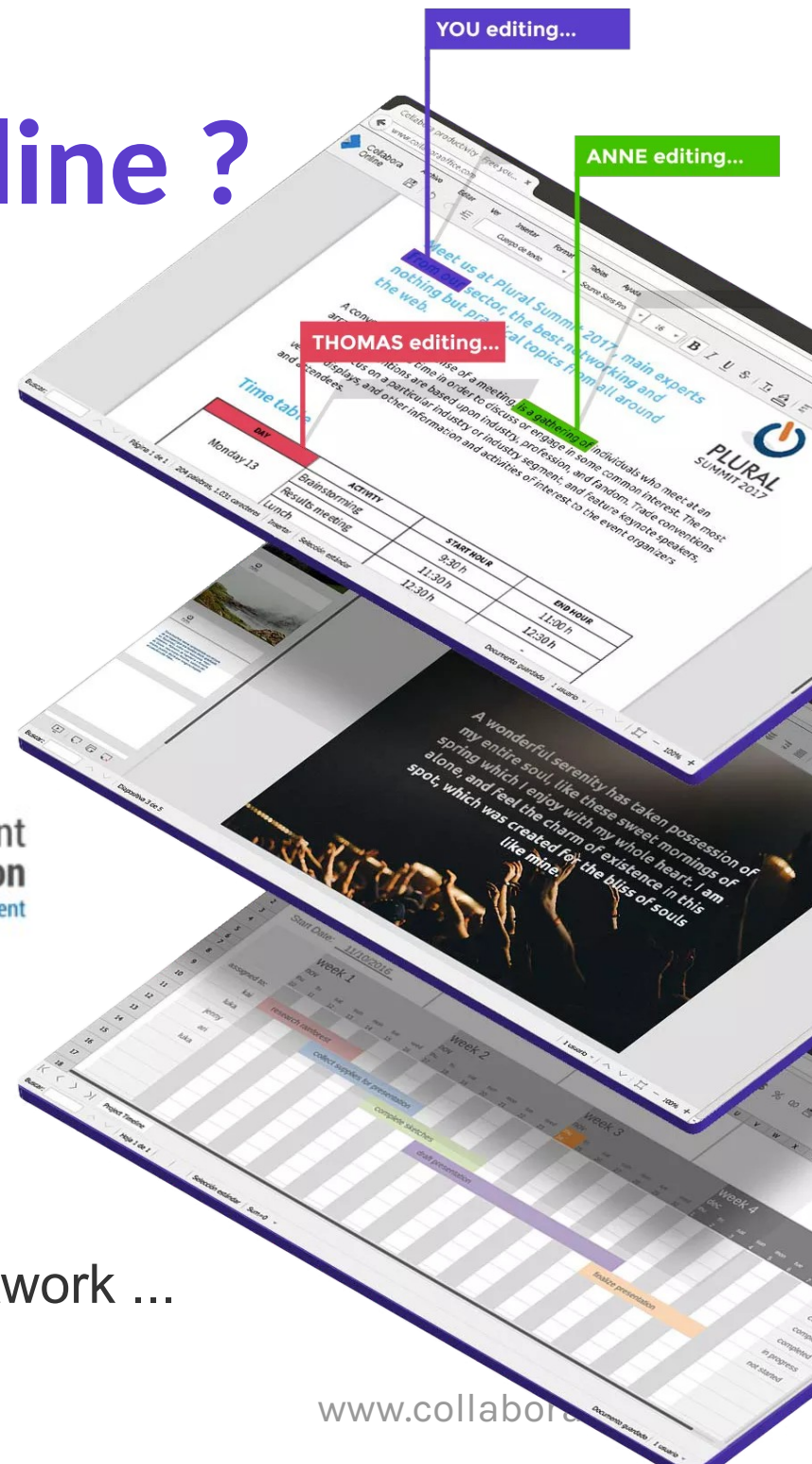


Products: Collabora Online ...



What is Collabora Online ?

- Bringing LibreOffice to the browser.
- Documents + Spreadsheets + Slides
 - Viewing and Collaborative editing
- Interoperability with Microsoft formats
 - DOCX, DOC, RTF, XLSX, XLS, PPTX, PPT
- Import filters / Viewing for
 - PDF, Visio, Publisher, Keynote, Numbers, Pages +many more
- Powerful WYSIWYG rendering
- **On-premise** hosting.
- Architecture – bet on CPU threads & network ...





Collabora Productivity

Free your business

The driving force behind putting
#LibreOffice in the #Cloud.

Why online ?

- On-premise – control of your data
- On-premise – control of your CPU & network

Bonus features

- A reduced feature-set sphere – can win.
- Document Formats – somewhat less relevant:
- Server / Certification / Revenue model ...

Where C'bra is investing very heavily:

- Minus Eur 400k so far & 95%+ of commits ...



What it looks like: Writer

Collabora Online.odt - Demo Documents - Files - Nextcloud - Google Chrome

Collabora Online

Secure | <https://staging.eu.collaboraonline.com/nextcloud/index.php/apps/files/?d...>

Collabora Online.odt

File Edit View Insert Format Table Tools Help

Default Style Karla 12 B I U S Aa

Collabora Productivity

Collabora Online 3.2

Collabora Online: the enterprise-ready LibreOffice-based Online Office Suite that allows you to stay in control of your own documents, full control of your office files.

LibreOffice is the world's most popular Open Source Office suite with over 200 million users. Collabora, a leading contributor to the project, and developer of the enterprise-ready, Long Term Supported edition of LibreOffice, Collabora Office, has now brought LibreOffice to the Cloud with Collabora Online.

With Collabora Online you now have access to a powerful, enterprise-ready and 100% Open Source Online Office suite functionality, with excellent support for all popular office file formats and

YOU editing... ANNE editing... THOMAS editing...

Michael Meeks
Sun Jun 24 2018
Insert ''

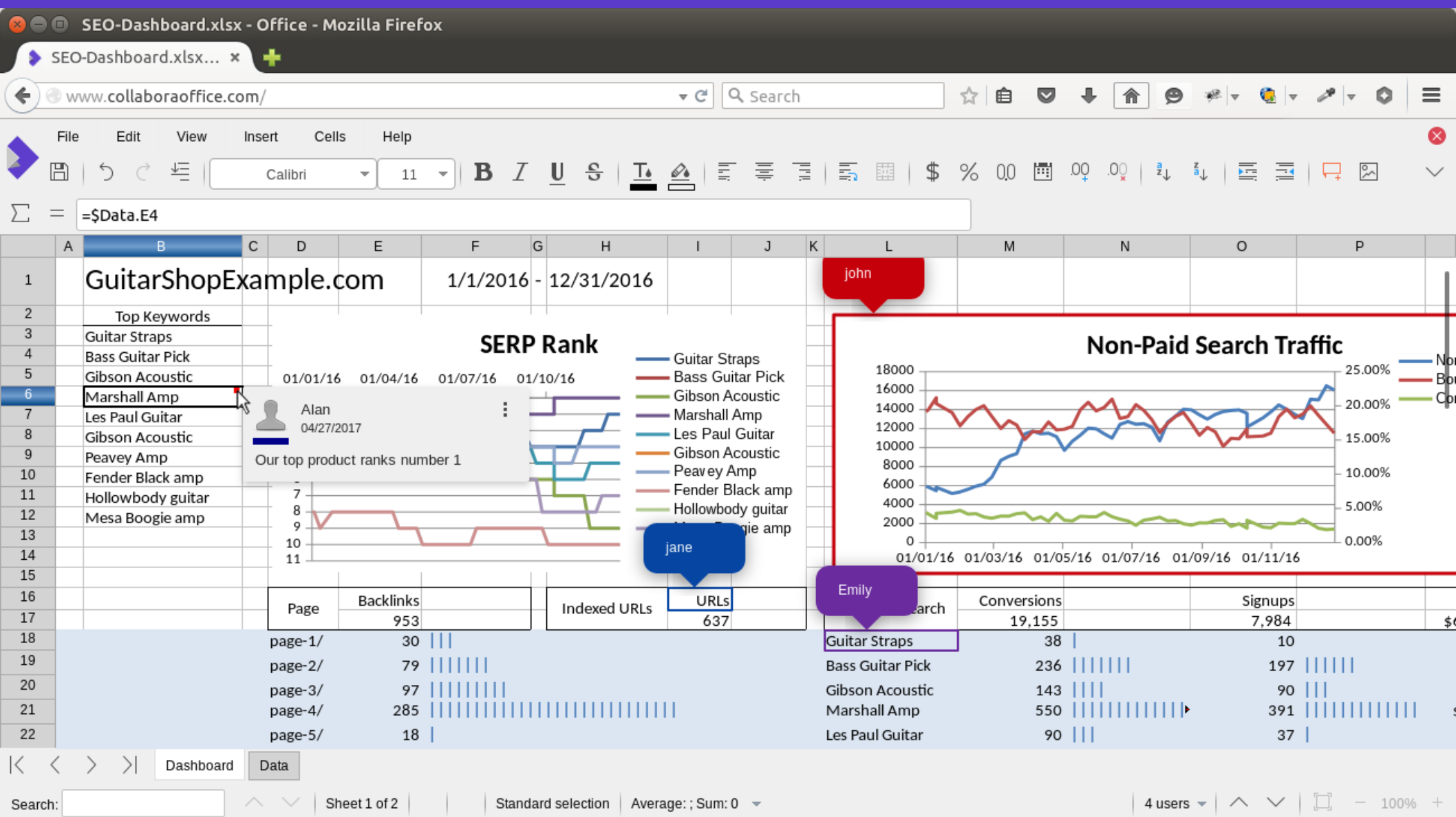
jane
Thu Apr 27 2017
Can we add the version number here too?

Emily
Thu Apr 27 2017
Great idea! Let's check the rest of the document too, and let's add a link: collaboraoffice.com

Alan
Thu Apr 27 2017
Delete 'control o...cuments.'

Search: Page 1 of 2 279 words, 1,908 characters Standard selection English (USA) Document saved 1 user 100% +

What it looks like: Calc



What it looks like: Impress

The screenshot shows a web browser window displaying the Collabora Online Impress presentation. The browser's address bar shows the URL <https://demo.us.collaboraonline.com/nextcloud/index.php/apps/files/?>. The page title is "Collabora-Product.odp - Files - Nextcloud - Google Chrome". The browser's user interface includes a search bar, a user profile icon labeled "Michael", and a toolbar with various editing tools. The presentation itself is titled "Collabora Online" and "an overview & benchmark". It is authored by Michael Meeks, General Manager, with the email michael.meeks@collabora.com. The presentation content includes a sidebar with navigation links such as "Overview", "Quick About Collabora", "Product Overview", and "About Collabora". The main slide area displays the title "Collabora Online" and the subtitle "an overview & benchmark". The status bar at the bottom indicates "Slide 1 of 69" and "English (UK)".

Collabora-Product.odp - Files - Nextcloud - Google Chrome

Collabora-Pro x

Secure | <https://demo.us.collaboraonline.com/nextcloud/index.php/apps/files/?>

Collabora Online

File Edit View Insert Format Table Slide Tools Help

Collabora-Product.odp

Collabora Productivity

Collabora Online

an overview & benchmark

By Michael Meeks
General Manager
michael.meeks@collabora.com

Overview

Quick About Collabora

Product Overview

- Writer
- Calc
- Impress
- In depth...
- Your call / format
- Installed

Value Proposition

- End user
- ~~MS~~

Benchmarking

- vs. Microsoft Office & Google Docs
- Roadmap / Gaps

About Collabora

Collabora Ltd.

- Leading Open Source Consulting, based in the UK / Cambridge
- 12 years of experience - 200 people
- Mission: Make Open Source the default standard in the industry

Collabora Productivity Ltd.

- Spin out of Novus/OLCE (Open LibreOffice) in 2015
- 20 years of experience of Office interoperability

Search:

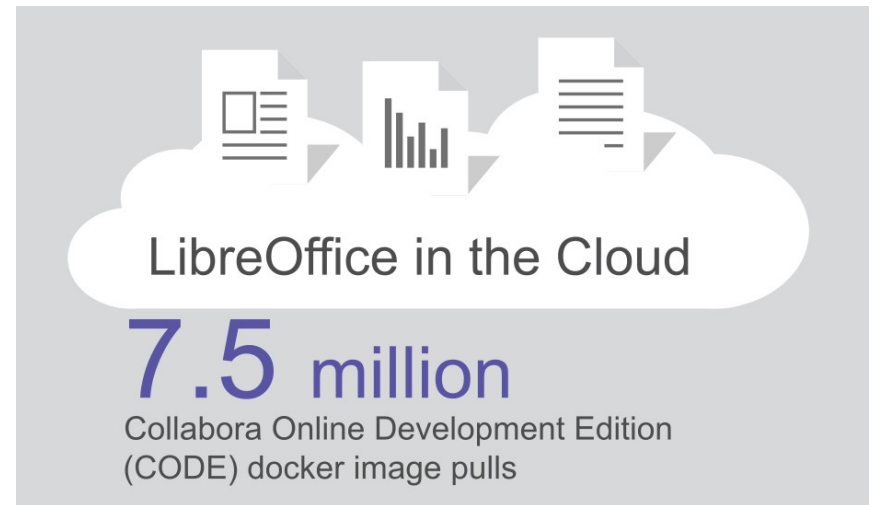
Slide 1 of 69 English (UK)

Document saved | 1 user | 58%

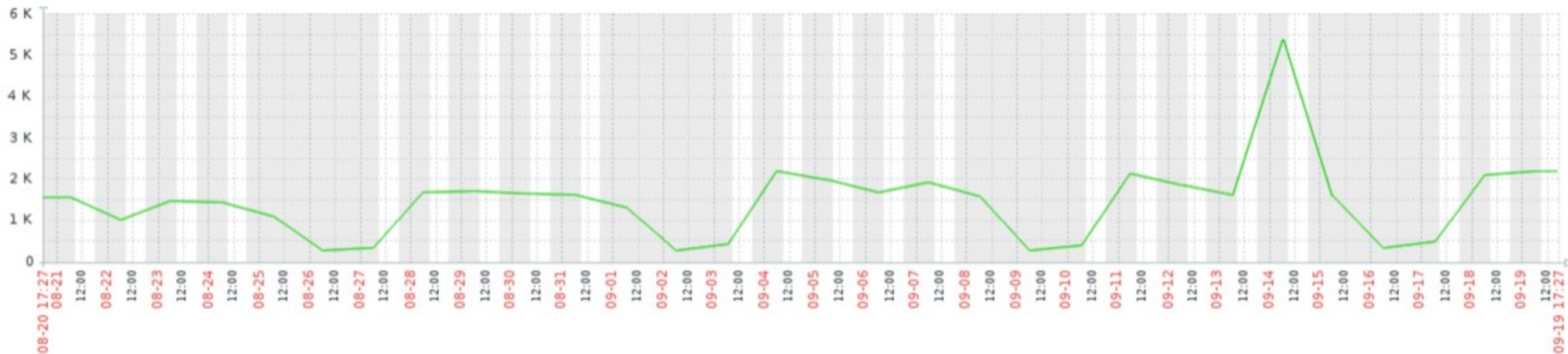
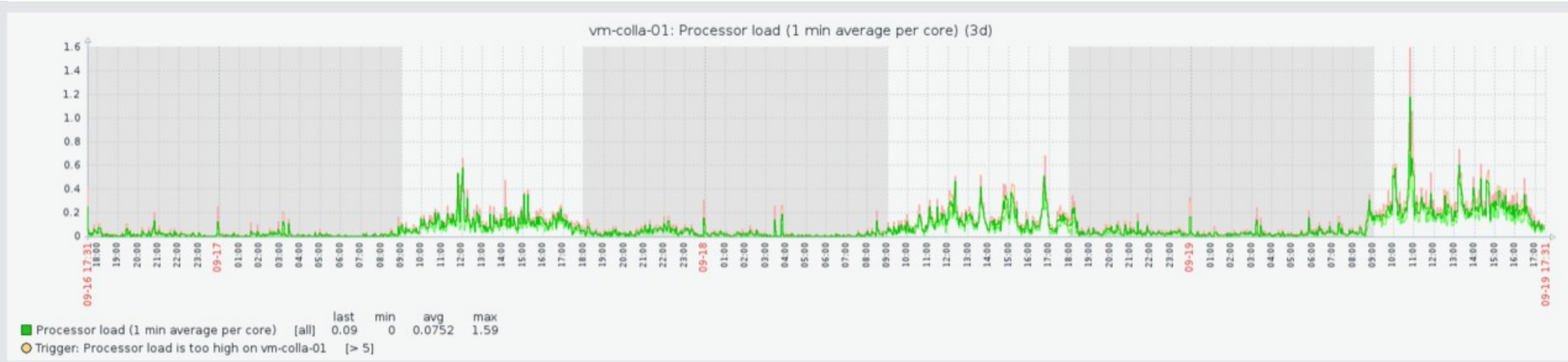


CODE ...

- The best way to get our development towards LibreOffice 6.2 to test / for home-use.
- grab the latest Docker image and/or packages
 - <http://collaboraoffice.com/code>
 - **7.5 million+ Docker pulls**
- ~**Useless** alone: needs to be combined with a simple ownCloud / Nextcloud / Pydio ...
 - with valid SSL certificates etc. ...



~40k seat chart 3 worker cluster



Online: Last 12 months

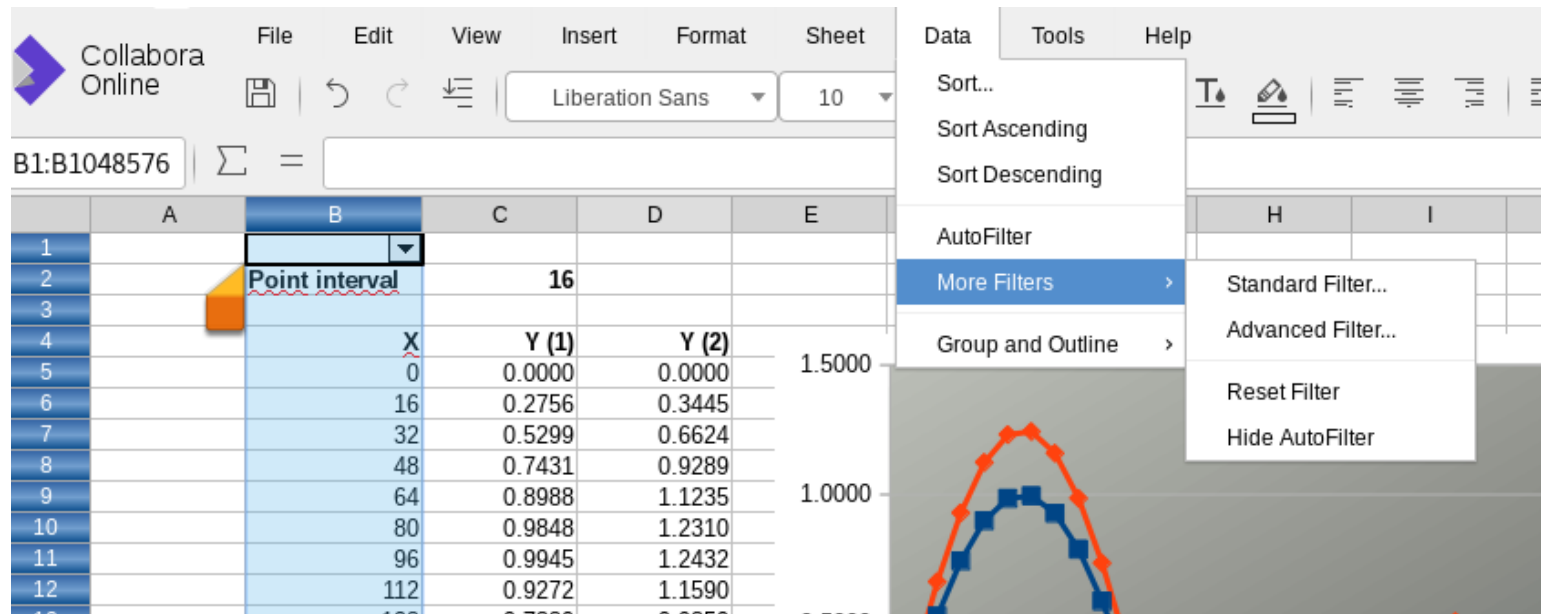
a feature taster / subset ...

full details Kendy's talk this afternoon

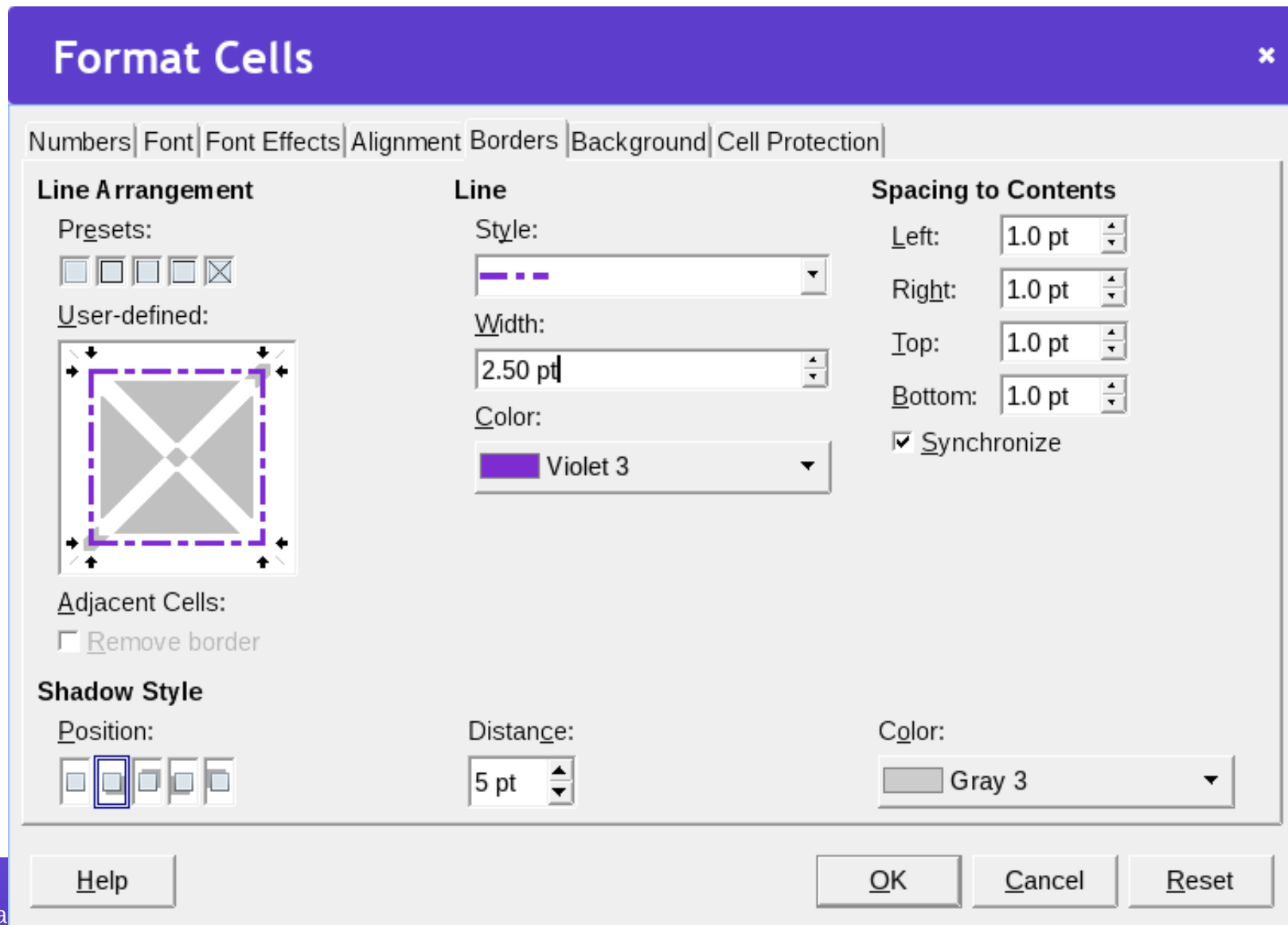


Data filters in calc

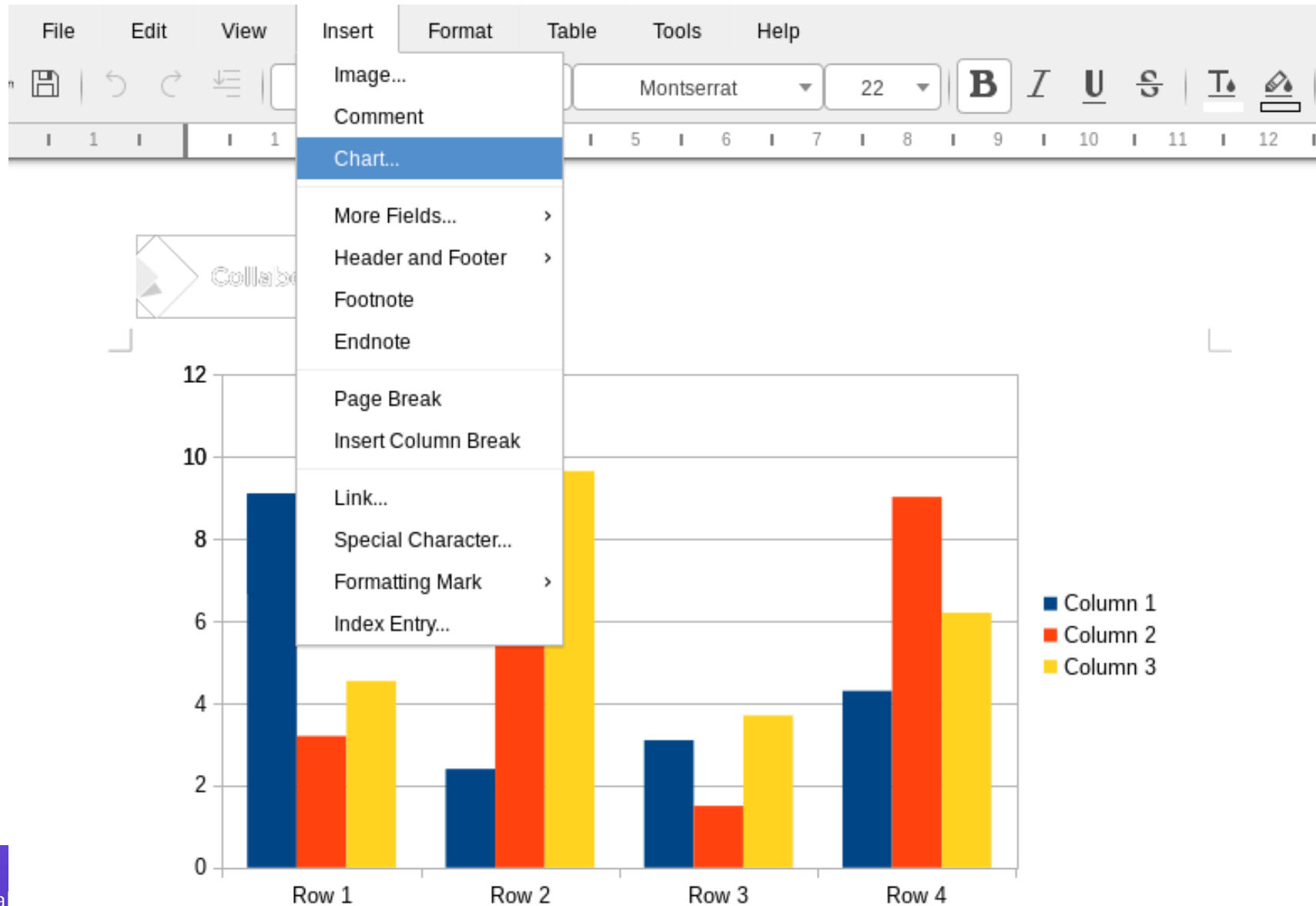
Also data-validation / drop-downs



Rich dialogs: Format Cells ...



Charts ...



Other misc. pieces

- IME support for CJK
- Insert header / footer in writer
- IPv6 support
- Graphs in Admin Console
- Outbound monitoring connection option.



Online: Next ...

features for LibreOffice 6.2



Latency & interactivity improvements ...

Half the rendering latency per key-stroke

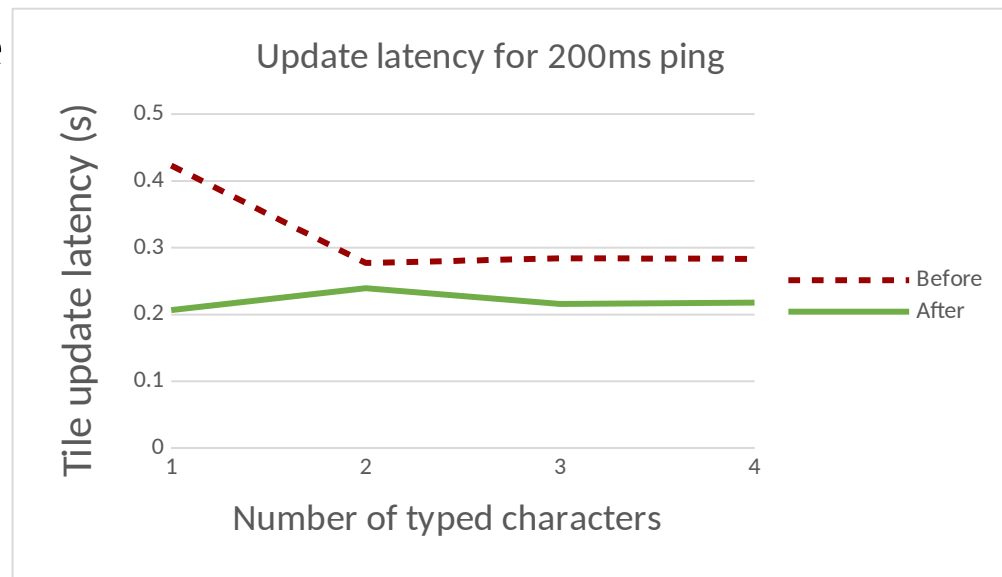
Removed very visible 2-step cursor move + render:



San Francisco ↔ Europe

- Now acceptable.

Dialog opening also 2X faster than before.



Misc improvements ...

- Mobile UX improvements
 - Much improved panning, zooming and positioning
 - Improved long-press / context handling
 - Zooming fixes when editing documents
 - Improved panning, status bar use.
- Warn when we hit IE11's maximum web-socket limit **of six(!)**
- Logging anonymization:
 - Keep logging things – but nothing personal: salt & hash
 - GDPR logging goodness.
 - Logging cleanup generally.

Custom / Auto-Shape palette:

The screenshot displays the Collabora Online web interface in a Mozilla Firefox browser. The address bar shows the URL <https://collabora-test.nextcloud.com/apps/files/?dir=/Documents&fileid=461>. The document title is "New Document.odt". The interface includes a menu bar (File, Edit, View, Insert, Format, Table, Tools, Help) and a toolbar with various editing tools. A custom shape palette is open on the right side, displaying a grid of shapes categorized into Basic, Symbols, Arrows, Star, Callout, and Flowchart. The Basic category includes rectangles, circles, triangles, and polygons. The Symbols category includes smiley faces, hearts, and various geometric symbols. The Arrows category includes straight arrows, curved arrows, and flowchart connectors. The Star category includes various star and sun-like shapes. The Callout category includes speech bubbles and callout boxes. The Flowchart category includes various flowchart symbols like rectangles, diamonds, and ovals. In the center of the document, the text "Inserting shapes from the toolbar:" is written and underlined. Below this text, a blue arrow shape is inserted into the document, with its handles visible for resizing.

New Document.odt - Documents - Files - Nextcloud - Mozilla Firefox

New Document.odt - D x +

https://collabora-test.nextcloud.com/apps/files/?dir=/Documents&fileid=461

Vyhledat

CODE
Collabora Online
Development Edition

File Edit View Insert Format Table Tools Help

Textwrap Style Font Size B I U S Aa

Inserting shapes from the toolbar:

Basic

Symbols

Arrows

Star

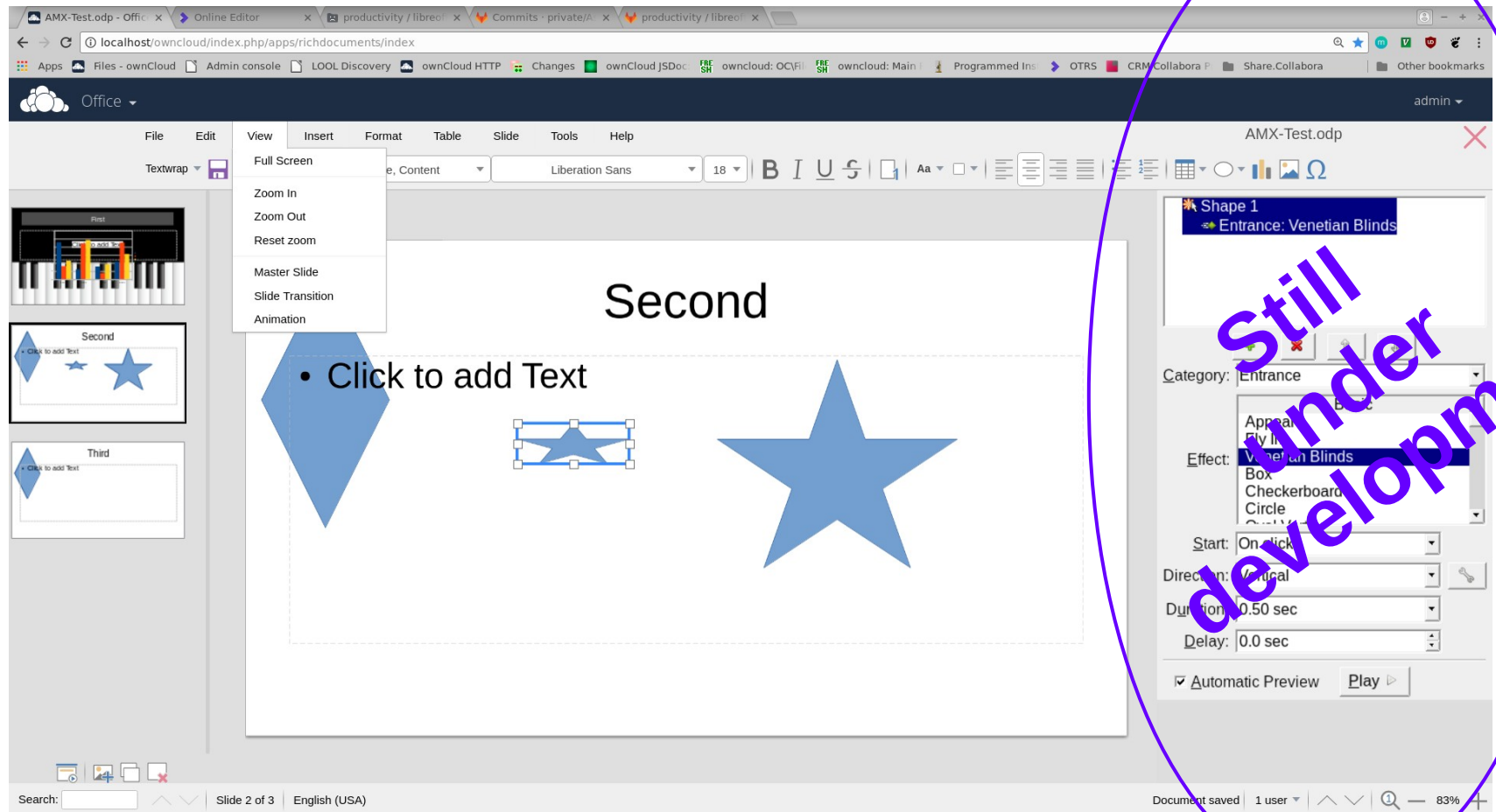
Callout

Flowchart

Search: Page 1 of 1 5 words, 34 characters Insert Standard selection 1 user 173%

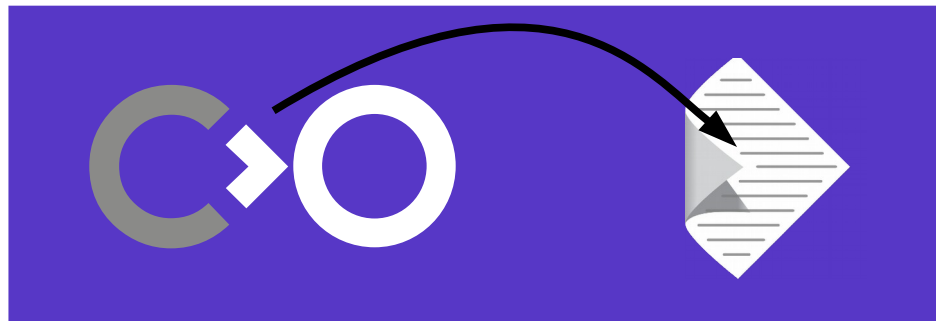
Impress: Side-bar ...

Animations, Transitions, Master-pages



Collabora Office / Online

- ~2 years: LibreOffice-from-Collabora
 - Changed to avoid potential confusion
- Brands as an asset: building ours too ...
- All our code goes up-stream, product branch in public git, help → about ...
- Frame: enterprise, support, LTS version, no free download.
- If you like what we do: help us – T-shirt ...some day.
 - Concerns: come to talk on TDF marketing.



What you get ...

- Customer Portal access

- Access to Collabora Online binaries & update channels.

- Full Technical Docs

- Setup, deployment, manual
- Support training details

- Support ticketing system – file & fix.

The screenshot displays the 'Collabora Productivity | Partner Portal' interface. At the top, there's a navigation bar with 'OVERVIEW', 'TICKETS', 'PREFERENCES', and 'LOGOUT USER'. Below this, a 'WELCOME PARTNER' section features 'Latest news' and 'Upcoming events'. The 'Your Customers' section contains a table with columns for Name, Number of seats, L3 high priority, L3 medium priority, Subscription started, Switch to this customer, Edit this customer, and Add a user to this customer's company. Below this, the 'Collabora Online' section provides information on Linux update repositories and a list of technical documentation files. The 'Collabora Office' section also provides information on Linux update repositories and a list of technical documentation files.

Name	Number of seats	L3 high priority	L3 medium priority	Subscription started	Switch to this customer	Edit this customer	Add a user to this customer's company
Customer 1	15000	0	0	2015-01-01	Switch to customer	Edit customer	Add customer user
Customer 2	10000	0	0	2016-01-01	Switch to customer	Edit customer	Add customer user

File type	Title	Size	Date
PDF	Collabora Online Technical Documentation.pdf	537K	24/02/2017
PDF	Collabora Online Installation Guide.pdf	140K	12/07/2016
PDF	Integration of Collabora Online Using the WOP Protocol.pdf	149K	11/08/2016

File type	Title	Size	Date
PDF	Collabora Office FAQ.pdf	23K	02/11/2015
PDF	Collabora Office - Choosing Support 1067-800.jpg	11MB	20/2/2015
PDF	Collabora Office - Choosing Support.pdf	669K	05/01/2016
PDF	Collabora Office at Product Fier.pdf	1.7MB	07/06/2016
PDF	Collabora Office Datasheet.pdf	1.8MB	07/06/2016



Customer testimonials

*"The **users had no problems** with **Collabora Online**; installing it had only a few tickets in half a year, it was **easy to provide** this service ... **it just works.**"*

Dr Thomas Hildmann,

Head of the infrastructure department



30,000 EFSS users

*"The deployment of Nextcloud / Collabora Online took place in a short time and we appreciated **Arawa's responsiveness** and advice. Today, users are discovering **new possibilities for collaboration** and mobility."*

Frédéric Bernard, Chef de bureau



Préfecture des
Bouches-du-Rhône
~5000 employees



Five Years of Collabora Productivity

plus cake ... later ...

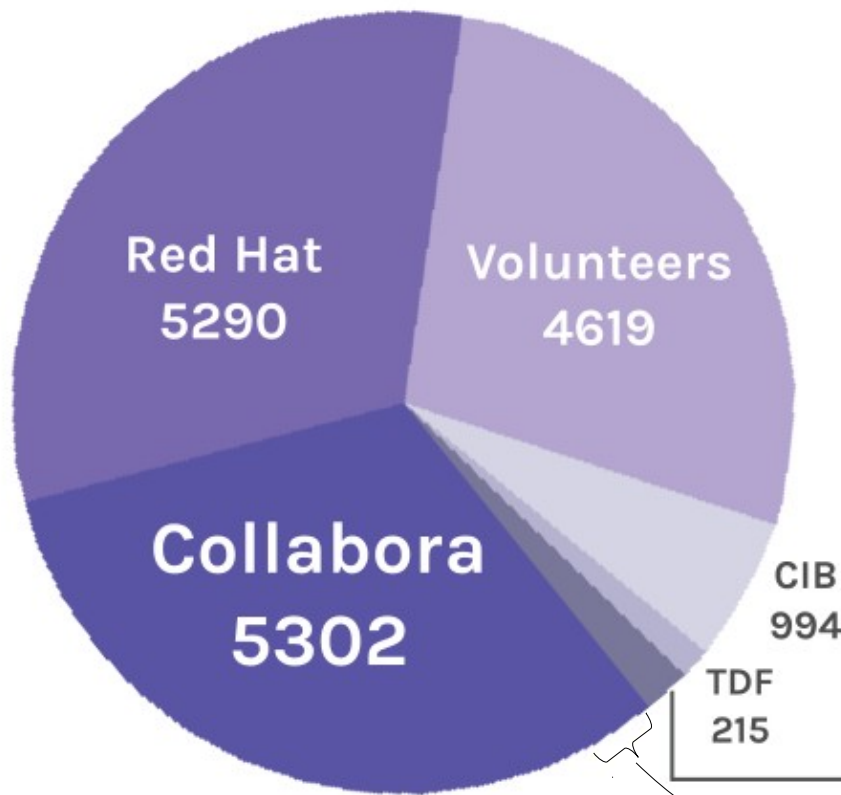


Commits by Affiliation

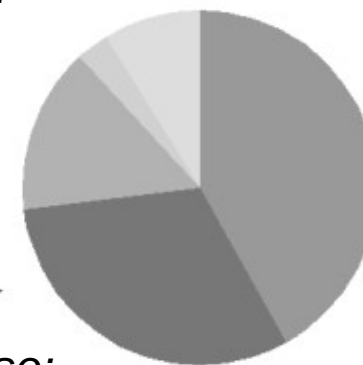
Top contributors

16,749

Code Commits between
July 2017 and July 2018



*TDF: 7% of our revenue
0% last year.*



Other 29
Apache Volunteer 10
Pardus 50
SIL 102
Munich 138

*Hopeful that this will continue to improve diversity-wise:
That we will do more, but it will be a smaller proportion.*

The people behind the numbers:

- Commits from 19 @collaborans + two interns in the last 12 months

a privilege to fund such great guys work with you all:

Noel Grandin
Tomaž Vajngerl
Jan Holesovsky
Michael Meeks
Dennis Francis

Interns:

Also:

Miklos Vajna
Pranav Kant
Szymon Kłos
Henry Castro
Andras Timar
George Wood

Eloy Crespo (Sales) & Jona Azizaj (Marketing)

Mike Kaganski
Ashod Nakashian
Luboš Luňák
Justin Luth
Aron Budea
Victor Walker

Tor Lillqvist
Tamas Bunth
Tamás Zolnai
Marco Cecchetti

- Five years of Collabora
 - 29,800+ commits ~ 34% of the last year
 - 16+ commits/day 7 days/week – sustained.



Other misc. ways we serve you

- Fund the time of 2x TDF board members, and 1 Membership Committee member.
- Serve on the ESC variously.
- Advisory Board membership / funding.
- OASIS TC membership / contribution
- Google Summer of Code Mentoring
- Patch review of gerrit commits
- QA: hundreds of bugs touched this year



Conclusions

- Our mission applied – work with you to: **make LibreOffice rock**
- **All paid for** by our **Customers & Partners**
 - Thanks to them! particularly those who provided case-studies / quotes in time ...
 - **If you're a Collabora Customer & Partner**
you're changing the Office world for the better
- All executed by our staff - Thanks to the awesome team.
- All executed alongside the **community**
 - Without you, it couldn't be done & it wouldn't be fun.
- **Brand** is one of our only assets: please credit us when you talk Online
- Our **pleasure** to be able to sponsor the LibreOffice conference
- We are **hiring** – Marketing, Development, Javascript → see me ...

Oh, that my words were recorded, that they were written on a scroll, that they were inscribed with an iron tool on lead, or engraved in rock for ever! I know that my Redeemer lives, and that in the end he will stand upon the earth. And though this body has been destroyed yet in my flesh I will see God, I myself will see him, with my own eyes - I and not another. How my heart yearns within me. - Job 19: 23-27

